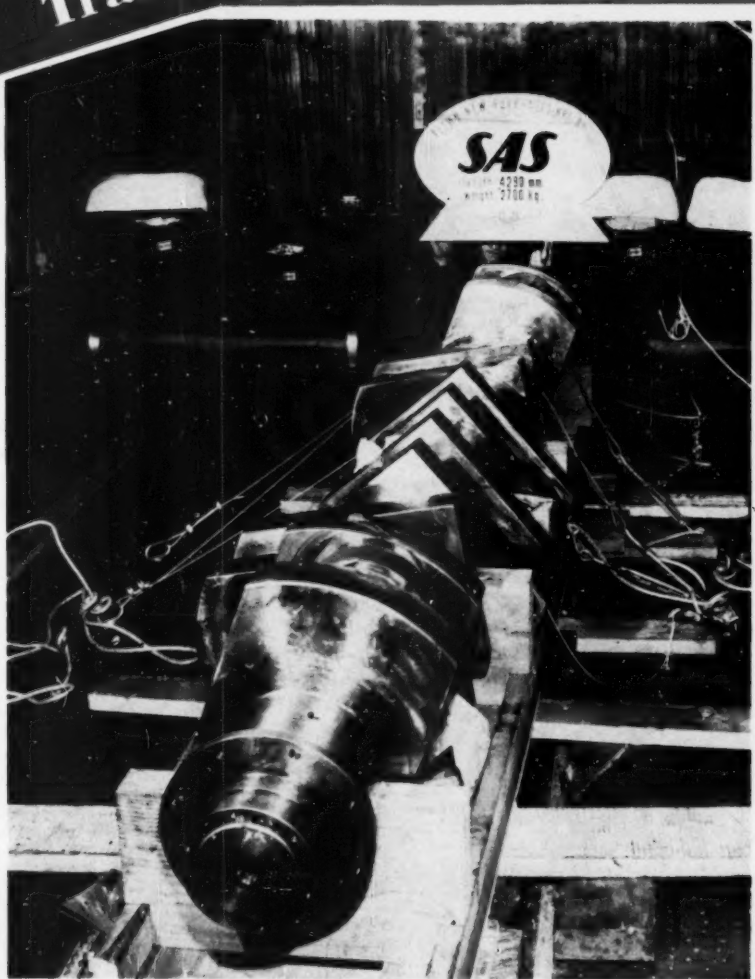


Shipping MANAGEMENT

Packing Transport Handling

Three tons of heavy metal crankshaft were delivered to a Finnish manufacturer by air recently as an emergency cargo shipment. The loaded crankshaft is shown in the photo at the right. For the complete story see Page 11.



NOVEMBER 1953

RUGGED SIMPLICITY!

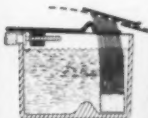
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Accommodates Any Tape From 1 inch to 3 inches Wide. Delivers From 4 to 34 inches Of Tape At One Stroke.



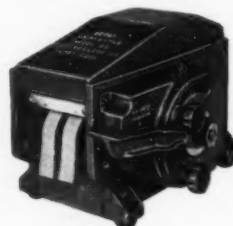
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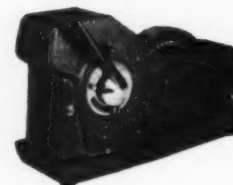
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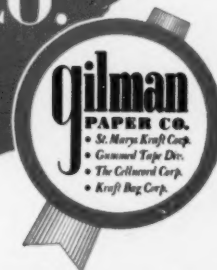
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SHIPPING MANAGEMENT

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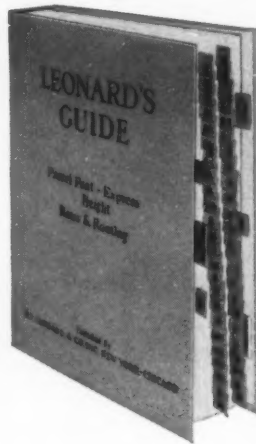
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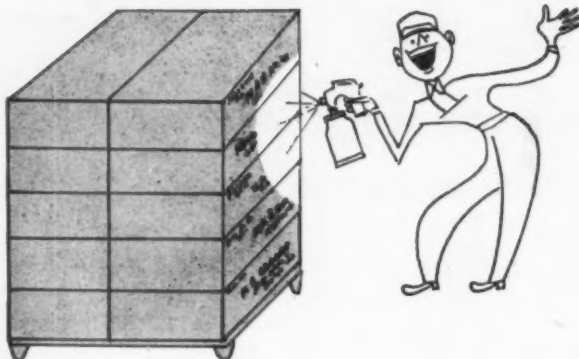
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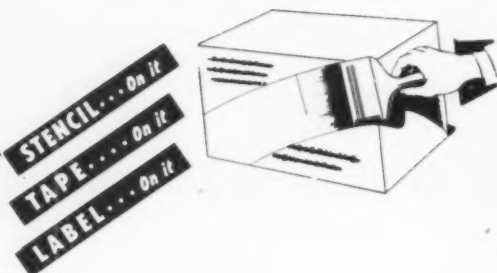
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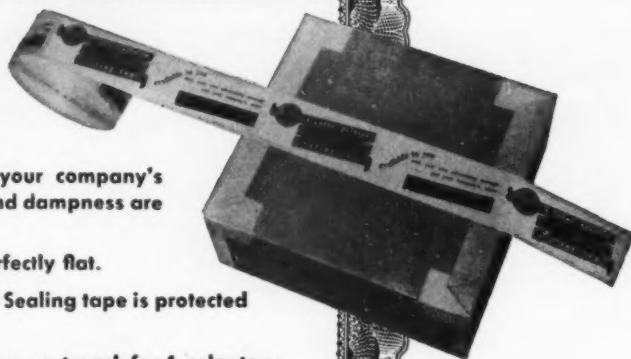




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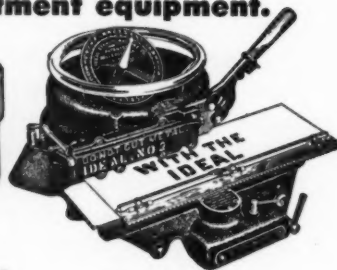
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Packing

A Punch.. By S. H.

THE AMERICAN SOCIETY of Mechanical Engineers, at its fall meeting in Rochester, N. Y. recently, heard Otto Svoboda, sales manager, The E. W. Buschman Co., Inc., Cincinnati O., speak on the topic "Mechanical Handling of Material By Conveying Machinery and Approach to Automation." It provides an interesting commentary, together with the story of the Ford Company's techniques on page 16, on the subject. Some excerpts from Mr. Svoboda's speech include:

Conveyors, like other equipment, originally were simple. Conveyors are now being developed to perform complex operations, with emphasis on automation, created by the need for cost reduction and increased production, with uniform improved quality.

Automation is a mechanical cycle of movements, which duplicate each other and insure steady peak production, and reduce scrap, rejects, rework and touch-up. It will produce uniform quality. It results in safety advantages, reduces inventory in process, relieves congestion of aisles and floor space. It reduces damage to product between operations, reduces fatigue, of operators. Many items of automation equipment can be charged off as expendable tools.

Automation produces steady, peak production and reduces cost, both of which are of paramount importance to our economy, with lower cost commodities within reach of many more people,

(Continued on Page 25)

Photo of the Month

Our photo of the month, shown on the cover as usual, demonstrates the increasing value and use of fast air cargo shipments, particularly in an emergency when thousands of dollars may be saved. The huge crankshaft shown in the photo weighed almost six tons (2,700 kilos) and was about 15 feet (4½ meters) long.

Owing to the complicated shape of the shipment, loading and unloading was quite a problem, but everything was handled smoothly by trained Scandinavian Airlines System crews.

One of the most advantageous features of air cargo shipment is the fact that a large machined piece like this crankshaft, which ordinarily requires considerable packing is able to go by air with just the lashings that secure it to the cabin, and practically no exterior packing whatever.



NOVEMBER, 1953

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Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

NOVEMBER, 1953
VOLUME 18
NUMBER 11

TM Can Save Money For Company With Planned Routing Procedures

By HENRY E. GIESE
General Traffic Manager
Federal Telephone and Radio Corp.
Division of International Telephone & Telegraph Corp.



HENRY E. GIESE

In September Mr. Giese told about Bills of Lading. In the current article he gives the basic pointers that every traffic manager should be familiar with in Routing. The article was written as a special assignment for "Shipping Management".

IN THIS INSTALLMENT I will outline, in as much detail as possible, facts on a subject which is very important to and a great responsibility of a Traffic Manager. This subject is *Routing*.

A traffic department which can boast of saving a company plenty of money can only do so through good traffic methods and one of these methods is planned routing procedures. Every day large corporations are realizing the importance of the proper control of both their inbound and outbound freight movements.

Before discussing some of the many factors that determine the selection of a routing, let's first enu-

rate the various types of transportation services available for shoppers.

1. Railroad—Carload and less-than-carload
2. Truck Transportation—Truckload and less-than-truckload
3. Carloading Operations
4. Air Freight—Regular Airline Carriers and Private Air Freight Carriers
5. Air Express
6. Railway Express Agency
7. Intercoastal Boat Operations—Sea Train Operations
8. Regular Parcel Post Service—Air Parcel Post

There are, of course, other means of transportation such as pipe lines, combination rail-water etc., however, I feel the above are the basic means of transportation. Therefore, the general knowledge of these methods lead to a knowledge of the others.

Facts That Have A Bearing On Selecting A Route

I have found it true that on a few occasions a person feels that when you have a shipment ready all you have to do is call in any carrier to handle same. These type of persons generally rise to a sad awakening.

For your general knowledge I wish to list a few of the factors that must be first considered before

(Continued on Page 26)

Newly Developed "Well Cars" Speed

Long Distance Movements Of Truck Trailers Via Rail

GENERAL MOTORS CORP. HAS INTRODUCED its technique of combined rail-truck transportation which is comparable to the tests shown in last month's SHIPPING MANAGEMENT. In a demonstration at its La Grange, Ill. plant, the Electro-Motive Division of GM demonstrated a railroad flat car especially designed to accommodate two 35-foot truck semi-trailers.

"The demonstration," said N. C. Dezendorf, Vice President of General Motors and General Manager



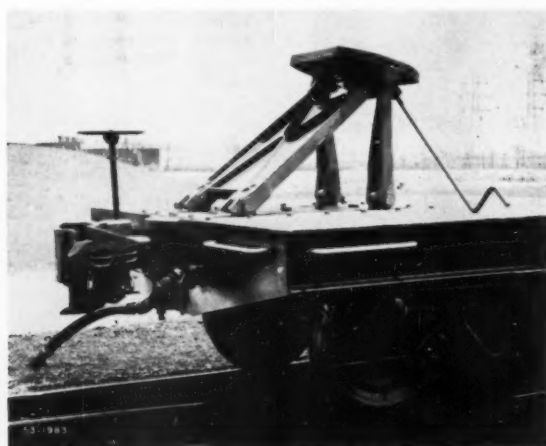
This 26,000-lbs. capacity fork lift truck is equipped with a specially engineered positioning device to facilitate the placement of truck trailers on the new railway flat cars.

of Electro-Motive," culminates two years of intensive study and experimentation devoted to solving the mechanical problems involved here." Although the idea of combined rail-truck transportation is an old one, Mr. Dezendorf emphasized that the Rail Highway Coordination Program is a new concept of that idea.

The plan works in this manner: motor carriers pick up cargos at shippers' docks, or assemble trailer loads in their own terminals, then deliver



Mechanical adjustable struts, which fit in special lugs on the truck trailer body and in simulated stake holes on the Trailer Transport Car provide additional tie-down security.



Stanchions such as the above are in place at either end of the Trailroad flat car. They engage the kingpin of the truck trailer, and are equipped with rubber shock absorbers reducing impact shock.

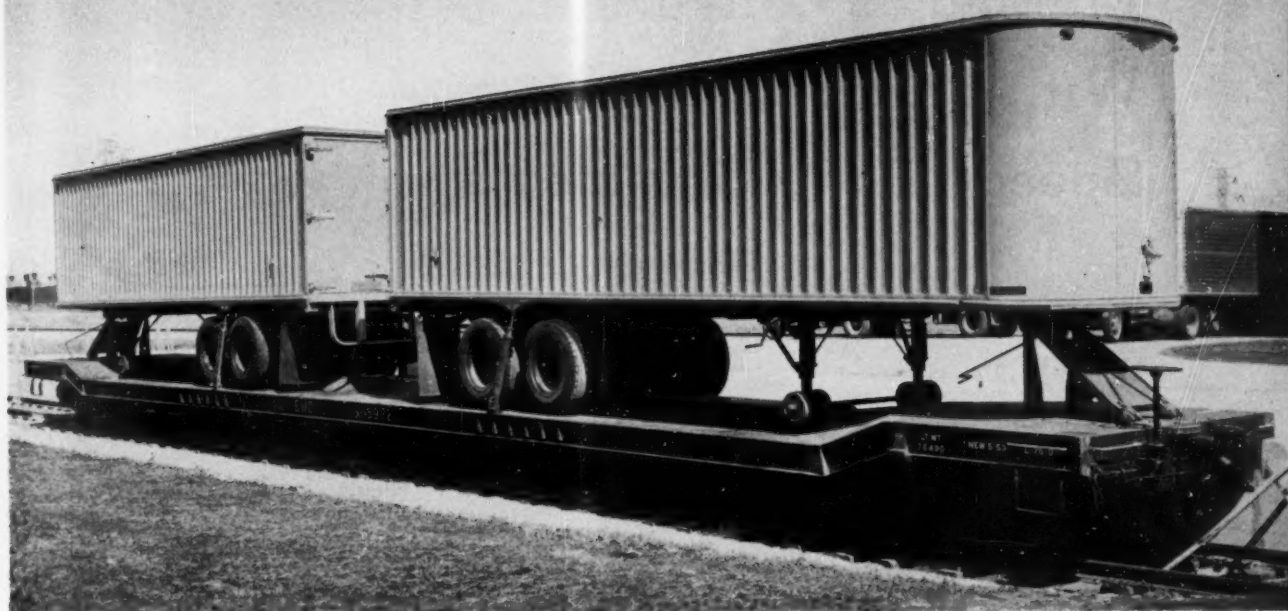


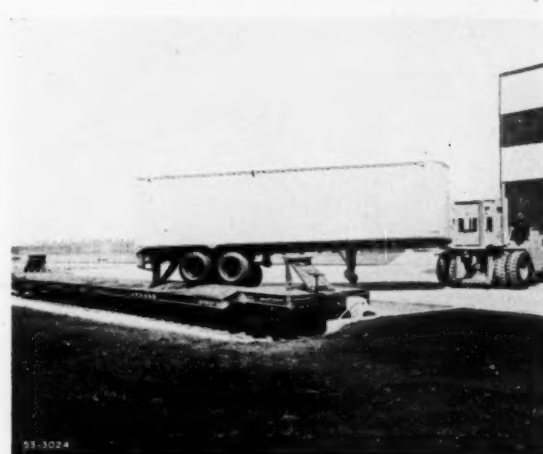
Photo above shows 33-foot highway semi-trailers loaded on one of the new "well-type" railroad flat cars. The car is 75 feet long and can carry two trailers up to 35 feet each in length. Photo at right shows the special fork lift truck about to engage a semi-trailer, and the one on the bottom shows the trailer being maneuvered onto the railroad flat car.

the loaded trailers to a rail loading dock at the edge of a city. At this dock, special standard-heavy duty fork lift trucks, manufactured by the Clark Equipment Company of Buchanan, Michigan, side-load the trailers on the special well-type railroad car which is 75 feet long. The fork-lift truck drops the king-pin of the trailer over specially constructed stanchions at each end of the well car and secures it. At the destination city, cars are unloaded at another special terminal, are picked up by the motor carriers' own tractors and delivered to the consignees.

According to the General Motors official, the plan is most feasible over inter-city routes of 300 miles or more and between cities generating sufficient traffic in each direction.

Mr. Dezendorf stated, "The General Motors people knew the success of this plan is dependent upon satisfying three principles: First, design of equipment that will handle two standard highway semi-trailers per car, and our trailer transport car answers that problem; Second, establishment of schedules that equal or better the motor carrier's over-the-road time; and third, establishment of rates low enough to attract widest possible use of the service by motor carriers—in other words,

(Continued on Page 33)



Linking of Conveyors With Truck Bodies Speeds Parts Shipments

Right: Truck is unloaded via gravity roller conveyor system put in use by Ford Motor Company at nine plants to cut loading and unloading time. Roller tracks on the truck's bed permit the parts racks to roll off easily. Later they are picked up by fork truck.



A MATERIAL HANDLING SYSTEM WHICH, in effect, links widely separated plants by roller conveyors has been developed by Ford Motor Company.

The system now is in use at nine Ford plants in the Detroit area and currently is handling over 3,400 tons of materials a day.

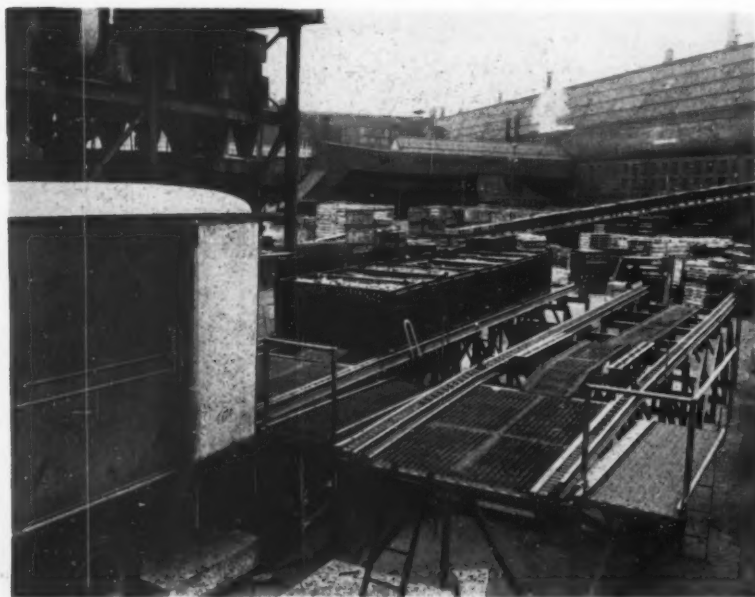
The conveyors are used for fast handling of a wide variety of automotive parts which normally are transported by company trucks from one plant to another in standard racks or standard skid bins. By conveyorizing the truck loading and unloading operations where a large volume of such parts must be moved, Ford has discovered that time spent by their 41 conveyors-equipped trailer trucks at dock-side is substantially

reduced, and fork trucks are not tied up at both ends of the system in unproductive waiting.

With the Ford system a 30,000-pound load can be put aboard a trailer in ten minutes. As much as an hour and a half would be needed for loose-loading the same trailer.

The system consists of three elements. The first is specially constructed and equipped loading and unloading docks. Loading docks have roller conveyor tracks sloping two-degrees down to the edge, and truck ramps slope down at the same angle. Unloading docks and ramps are slanted oppositely. The second element calls for truck and trailer beds equipped with roller

(Continued on Page 32)



Left: Free-standing conveyORIZED loading and unloading stations are used by Ford at some Detroit-area plant locations. Loads can be placed on the stations in advance by fork truck. Above: Interior of equipped truck, showing racks securely locked and ready for shipment. Note the roller conveyors.

Check Zone Scales Regularly To Prevent Excessive Loss

By ARTHUR SANDERS

Executive Secretary
National Association of Scale Manufacturers

ARE YOUR SCALES giving away a lot of your money. They may be, if you aren't taking a few simple precautions to have them checked for accuracy at reasonable periods.

Far too few business executives realize that a scale may be one of his most valuable pieces of equipment, rendering service for a minute fraction of a cent per weighing, or it can be like a thief in the night—robbing you of large sums of money without you ever being aware of it.

For the simple fact is that a scale is just like any other piece of equipment. American scales are made ruggedly, to withstand long, hard wear, but they are precision instruments. Abuse, dirt, overloading and long wear can impair their accuracy. They

should be checked for accuracy and put back into top condition at regular intervals. Unlike other pieces of equipment, scales do not break down, nor do they give any hint that all is not well—they go right on functioning—with disastrous results.

Traffic and shipping executives are most concerned with postal scales and their operation. In one way, the increase in parcel post rates which went into effect October 1 may be a kind of blessing in disguise to many firms which do a lot of mailing by parcel post. A postal scale is one of those things most of us take for granted once we have purchased it. Most firms get a good model, made by a reliable

(Continued on Page 24)

How You Can Save Money By Proper Care Of Your Scales

1. Keep scales in clean, dry place, if possible.
2. A good scale is a precision instrument. Don't let unauthorized persons monkey with it.
3. Don't overload scales. Many types can be permanently harmed by consistent overloads beyond their capacity.
4. Dirt and moisture can often gum

up scale works. Keep your scales clean.

5. NEVER drop loads on scales. That is a good way to ruin your scale. Place loads on the scale platform with reasonable gentleness.
6. Scales, like other pieces of machinery, get out of adjustment with abuse or long wear. You can save yourself many a headache

and a lot of money by regular inspection (to see that scales are accurate) and replacement of the scale at reasonable intervals.

7. Remember, it's MONEY that your scale is measuring. Especially with postal scales any error is bound to cost money, time, and often precious good will. Your scales have to be right or you're the loser!



Photos Courtesy Pelouze Mfg. Co.

Three types of zoning scales, showing the new chart faces which have been in effect since October 1st. Chart faces may be replaced at relatively modest cost on many types of zoning scales.



Package Engineer Activities

SIPMHE Names Price, Candell To Posts of Chairman, President

Stanley Price of Western Electric Co., Chicago, and Earl B. Candell of the General Electric Co., Lamp Division, Cleveland, were elected Chairman of the Board and President, respectively, of the Society of



New Officers of SIPMHE are (from left to right): Stanley Price; Earl B. Candell and John Mount.

Industrial Packaging and Materials Handling Engineers and took office Nov. 1.

The election was announced from SIPMHE national headquarters in Chicago simultaneously with the opening of the SIPMHE-sponsored 8th Annual Industrial Packaging and Materials Handling Exposition in Boston.

Other officers elected are J. W. McReynolds, Kraft Foods Co., Chicago, executive vice-president; L. S. Beale, Secretary of the Wirebound Box Manufacturers Association, Chicago, A. C. McGeath, American Box Board Co., Chicago, and E. P. Troeger, Douglas Aircraft Co., Inc., Los Angeles, vice-presidents; M. A. Grogel, Ekco Products Co., Chicago, treasurer; and John Mount, Insurance Company of North America, Philadelphia, secretary.

As Chairman of the Board, Price succeeds Paul O. Vogt of the General Electric Co., New York. Candell succeeds Price as president. McReynolds formerly was secretary.

Sales Mgr. Warns Rochester ASME Against Trend To Complex Design

Engineers designing automatic equipment were warned against losing sight of the virtue of simplicity recently as Otto Svoboda, Sales Manager of The E. W. Buschman Company, Inc., Cincinnati, addressed the American Society of Mechanical Engineers in Rochester, N. Y.

"One of the most important requirements for automation is to design the simplest combination of mechanisms and controls possible," he said. "Very often we do it the hard way first.

"If a simple electric controller or limit switch will do it, don't insist on electronics. If the movement can be accomplished by a simple lever arm mechanism,

don't use hydraulic, air, or electric energy. Remember, each additional moving part, in any equipment, adds cost, maintenance, and service.

"In some applications of automation, electronic equipment may be the only type that will produce the action or results desired, and it should be used. Do not mount electronic equipment where it may be subjected to excessive vibration, or to severe atmospheric conditions, because plants do not have men in the electrical maintenance departments completely versed in servicing electronic equipment."

Mr. Svoboda said that much of the progress in automation will come from conveyor engineers who find new ways of automatically moving materials and positioning them for processing.

Two Piece Container and Reel Wins Honor Award For Company

Morse Chain Co. of Ithaca, N. Y., packages heavy industrial roller chain in a patented corrugated shipping case designed and made by the Syracuse (N.Y.) Corrugated Box Division of Robert Gair Company, Inc., New York, manufacturers of shipping containers, paperboard and folding cartons.

This package, composed of a unique corrugated reel plus a twopiece container, won Second Award in the classification High Density Products at the first Fibre Box Association competition held this year. It also was awarded Second Prize in the corrugated and solid fibre group at the 6th In-

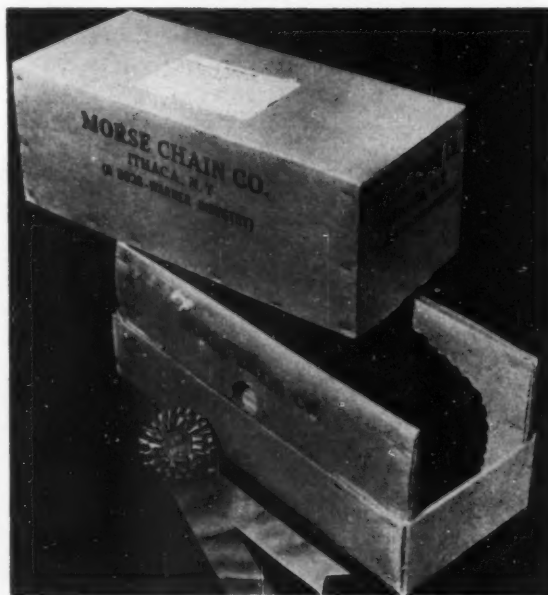


Photo & Data courtesy Robt. Gair Company, Inc.

ustrial Packaging and Materials Handling Exposition at Cleveland.

The new reel, replacing heavy and expensive wooden ones, is made of corrugated paperboard carries a heavy load of chain, up to 115 pounds. It is inexpensive, easy to assemble, is light weight and convenient to use in winding the chain both on and off.

Blue printing provides name and brand identification. A reeling bar can be inserted through the telescope container and reel, for ease in placing the reel on dispensing rack without cutting the steel straps which secure the complete package.

D. R. Dominic's

"LISTEN, Mr. Traffic Manager."



RECENTLY, ONE OF THE MOST CONTROVERSIAL EDICTS in transportation history was put on the block when the United States Postal Department announced, "Change No. 265".

In essence, the change starts out harmless enough. It simply says, "chapter XIV, article 1 (a) P.O.M. is changed to read:" However, the change which follows this means that many shippers of merchandise will, in the next few months, find claims being returned to them with a simple note by the postmaster stating that the amount claimed for damage, irreparable loss, or total loss is to be reduced.

Change No. 256 is controversial because it definitely has two sides to the question. On the Post Office side, the change states that the shipper, or consignee, or, as the case may be, the receiver of material, can claim for only the actual value of the merchandise at time of shipment. That is to say, the amount that can be collected may only be that which it would cost to replace this merchandise. Dealers, wholesalers, and others who receive their material F.O.B. their plant would not necessarily be affected by this damage, because they are invoiced by the shipper, and cost of replacement would in this case be the invoice price. However, those persons who might be classified as manufacturers and ship F.O.B. their plant to a dealer will face a substantial loss in revenue on material which has been lost or damaged.

For example, let us take the case of a manufacturer who is making a product which costs him approximately \$30.00 exclusive of advertising and administrative cost. This manufacturer ships to dealers and charges the dealer \$60.00 for the item. The terms in this particular case are F.O.B. manufacturer's plant. Now, if the dealer reports that he has not received the merchandise for which he was invoiced at \$60.00 per item, the manufacturer is entitled to claim only for \$30.00. This \$30.00 supposedly represents the actual manufacturing cost.

It is our feeling that such a practice is entirely fair only with certain limitations. In this example which we have cited, it is our feeling that the manufacturer

if he enters the claim is entitled only to the amount which it cost him. However, he should be allowed certain added expenses, such as the administrative and selling costs which in many instances amount to approximately 10% of the invoice price. In effect, if the manufacturer sells an article for \$60.00 and the actual cost is \$30.00, and if he enters a claim for \$60.00, he is selling this article at a profit to the

(Continued on Page 28)

BOOK REVIEW

Improving Materials Handling in Small Plants (Small Business Management Series No. 4), prepared by technical specialists in private industry, Small Defense Plants Administration, Washington, D. C., February, 1953. 20 cents. 42 pp.

ASSUMING NO KNOWLEDGE OF THE FIELD, this excellent booklet sets for itself the task of convincing small plant owners of the cost-cutting value of improved materials handling. In doing so it gives a pretty clear notion of how the cost-cutting is accomplished.

Of course there can be little of the overwhelming detail that makes John R. Immer's *Materials Handling* the basic text in the field. But as an introduction to the richness of the field and its potentiality for more efficient production, this government pamphlet is a useful incentive. As the foreword modestly says, "It seeks to provide the 'big picture' of materials handling by pointing up its significance, some standards for judging its effectiveness, some pertinent considerations on selection and use of equipment, and certain related ideas on plant layout."

The important fact that every phase of plant operation presents its materials handling problem is pointed up by an introductory series of questions which turn the searchlight on plant location, plant layout, product design, production planning, and packaging (p. 3). Thus the basic theoretical point is made: materials handling is a high level responsibility, because it can be treated adequately only by an executive who has an over-all grasp of the plant's operations.

The question technique is employed throughout the booklet as an attention-getter. Enough to start any employer musing are such test queries as, "Do men stand around idle a good deal of the time, waiting for the 'big' jobs?" "Do skilled workers handle materials or heavy dies?" "How are materials moved from one machine to another, and how are they lifted to working level?" (p. 7) "Is full use made of overhead space . . . ?" (p. 8) A suggested Spotlight Chart listing certain pet banes of the material handling expert (materials piled up, floors cluttered, machine operators waiting for materials, unsafe handling practices), to be used a check list for various departments, is given at the end of Chapter II.

Chapter III reviews the various kinds of equipment
(Continued on Page 30)

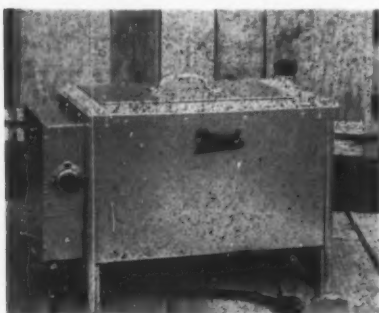
NEW PRODUCTS & LITERATURE



PROCESSING TANKS BULLETIN

A new folder from Aeroil Products Co., Inc., lists full specifications, details and other information about the company's line of processing tanks for the heating, melting and dipping of plastics, critical waxes and similar compounds.

Photographs, such as the one shown here, illustrate each model, and further clarification is offered in charts and diagrams. Short factual items on technical processes are offered, in addition to



descriptions of each model. The booklet is pre-perforated to be inserted in various types of loose-leaf folders for permanent reference.

TRUCK CASTERS

A new 80-page truck caster catalog has been published by Faultless Caster Corporation. The catalog is a handy guide to helping solve many material handling problems. New additions to the extensive Faultless line are included in the catalog, such as the spring action cushion ride casters in medium and heavy duty, new drawn steel wheels (that will take static loads up to 4 tons on each wheel), floor truck locks, and numerous other casters in all duty classifications. The booklet is divided into sections for easy reference in Light Duty, Medium Duty, Heavy Duty, and Special Duty Casters.

An exclusive Faultless feature is their "Simplified Guide" for selection of casters designed and sized for specific duties. The catalog is illustrated with engineering drawings and photographs, and contains description and complete specifications for all casters and wheels.

FIVE COLOR LABEL PRINTER

It is possible to print up to five colors at one time inexpensively on postcards, tags and labels with the new printer manufactured by Master Addresser Co. The new printer, called Post-Master,

operates on the spirit process principle—uses no stencils or inks. Messages are written, typed or drawn on Master paper. The Master paper is inserted in the Post-Master and carbon impressions are then transferred to cards or other pieces with simple spirit solution.

TEXTILE SHIPPERS BROCHURE

A new brochure describing an expedited service for shipping textiles and apparel cross-country is now available to shippers of soft goods.

The folder illustrates the scope of National's "Operation Textile," the freight operation designed to give West Coast manufacturers, sales agents and retailers a complete, expedited forwarding service to or from the East, and from the textile belt in the South to the Pacific Coast.

The 7 special benefits "Operation Textile" provides shippers are also highlighted, including daily through cars to the West from all major Eastern textile centers, low published tariffs, and the services of specialists trained in soft goods handling. In addition, the shipper also is served by daily forwarding reports, assumption of complete responsibility by the forwarder, greatly reduced paperwork, and the nation-wide coverage provided by National's more than 150 stations throughout the country.

UNGUMMED LABEL GLUER

The Glue-Fast Equipment Co., Inc., manufacturers of Label Gluers and



Liquid Glues, announces a new model by Label Gluer. The device, now marketed nationally, takes the place of glue-pots and brushes at low initial cost, and with no up-keep, says the producer. By changing to ungummed labels, the manufacturer declares, costs can be cut as much as 50 percent. The company claims business or continuous forms can incorporate ungummed labels at lower cost and speed shipments with the new label gluer.

The label gluer features one hand operation. No maintenance is required,

(Continued on Page 25)

1-TON CAPACITY FORK TRUCK

A two-color, four-page brochure, detailing its newly developed 2000-lb. capacity fork truck, is being released by the Elwell-Parker Electric Co.

The truck, the "Cargo Scout", is electric powered, is designed for handling loads in confined areas at maximum speed. It is a compact vehicle with short wheelbase and 360° steering to permit

maneuvering in narrow aisles and inside truck trailers and box cars.

Electric operation eliminates harmful exhaust fumes, permits fast acceleration in stop-and-go service; and no fuel is wasted while the truck idles. Quiet operation, because of electric power, does not interfere with the use of the

(Continued on Page 25)



GOVERNMENT

PERSONALITIES

★ NEWS REVIEW ★

*A digest of recent activities in the
packing and shipping field.*

ASSOCIATIONS

COMPANIES

MILLION MAN HOUR SAFETY MARK WINS AWARD FOR GAIR CO.

The Gair Cartons division at Piermont, N. Y., of Robert Gair Company, Inc., New York, received the Director's Safety award of the Folding Paper Box Association of America for its record of one million man hours without a lost time accident in its box shop. This company manufactures folding cartons, paperboard and shipping containers.

Edward Murphy, executive director of the association, presented the award for outstanding achievement and contribution to accident prevention within its membership. Eligibility was restricted to members of the association. Harry Van Decker, division manager of Gair Cartons, accepted the award. Also present were Norman Greenway, vice president of the Gair Company in charge of folding carton operations, and George Greenwood, manager industrial relations department.

The Gair company is the first member of this association to be awarded the Director's Safety Award for unusual accomplishment in safety. It has proved that a job can be done without lost time injury. Gair let its employees know of the safety competition and kept them posted by weekly charts. Provisions of safe working conditions and close supervision for unsafe practices are standard procedure in the Gair employee program.

NOV. 16-22 SET ASIDE TO HONOR MOTOR TRANSPORT INDUSTRY

The Independent Advisory Committee to the Trucking Industry, has proclaimed the week beginning Nov. 16 as Truck Transportation Week, to commemorate fifty years of trucking.

The committee, representing all segments of the nation's motor transport industry, made public a letter of congratulations from President Eisenhower to Dave Beck, president of the International Brotherhood of Teamsters, A.F.L., and chairman of the advisory group, in which the President wrote that the industry has "contributed vitally — both in peace and war — to the nation's civilian and defense transportation needs." The committee estimated that in 1952 motor transport employed more than 6,000,000 persons, with a total payroll of \$21,031,500,000.

STEIN, HALL VP RECEIVES NETHERLANDS DECORATION

Mr. Cecil H. Coryat, Vice President and Director of Stein, Hall & Co., Inc., has been awarded the decoration of

Officers in the Order of Orange Nassau by Her Majesty, Queen Juliana of the Netherlands, for his outstanding services on behalf of international trade and his lifetime work in promoting better business relations between the United States and the Netherlands.

The award was presented to Mr. Coryat on September 29 by the Netherlands Ambassador, His Excellency H. J. van Roijen, at a luncheon in New York of the Netherlands Chamber of Commerce of which Mr. Coryat has been Vice President and Director for many years.

Mr. Coryat has had long experience in foreign trade and became affiliated with Stein, Hall & Co., Inc. in 1936. He is Chairman of the Transportation and Insurance Committee of the National Council of American Importers. Mr. Coryat is also a past President of the Burlap and Jute Association as well as being active in the Hard Fibers Association and other foreign trade associations.

E. W. HARLAN ELECTED PRESIDENT OF MIDWEST MOTOR CARRIER GROUP

E. W. Harlan, president of Bruce Motor Freight, Inc., Des Moines, was elected president of the Middlewest Shipper-Motor Carrier Conference at the group's first annual meeting in St. Louis last month.

He succeeds Ray H. Thompson, general traffic manager of the Maytag Co., Newton, Iowa.

Paul Gans of John Deere and Co., Moline, Ill., was chosen vice-president and Cecil Baker, sales manager, Des Moines Transportation Co., was elected secretary-treasurer.

The conference is composed of executives of trucking and shipping firms in 12 midwest states, including Colorado, Illinois, Iowa, Kansas, Michigan (upper peninsula), Minnesota, Missouri, North Dakota, South Dakota, Nebraska, Wisconsin and Wyoming.

The conference was organized about a year ago "to promote adequate motor transportation; exchange ideas and information; develop more efficiency and economy in motor transport, and promote cordial relations between shippers and motor carriers."

Manufacturers and distributors of shipping and packing equipment, traffic schools operated nationally, and others with products of interest to our readers are cordially invited to submit items to the News Review Department. Attention, Mr. Alfred Zeff, News Editor.

CARTON MANUFACTURERS NAME NEW ASST. GENERAL MANAGER

The appointment of Raymond E. Stearns, formerly executive vice president of Empire Box Corporation, as assistant general manager of the United Board and Carton Corporation, has been



R. E. STEARNS

announced by William S. Stuhr, president and general manager of the corporation. He will be located at the general offices of the corporation, 2 Park Avenue, New York City.

As assistant general manager, he will supervise the purchasing, traffic, personnel, carton manufacturing, paperboard manufacturing and financial departments of the company. He reports directly to Mr. Stuhr.

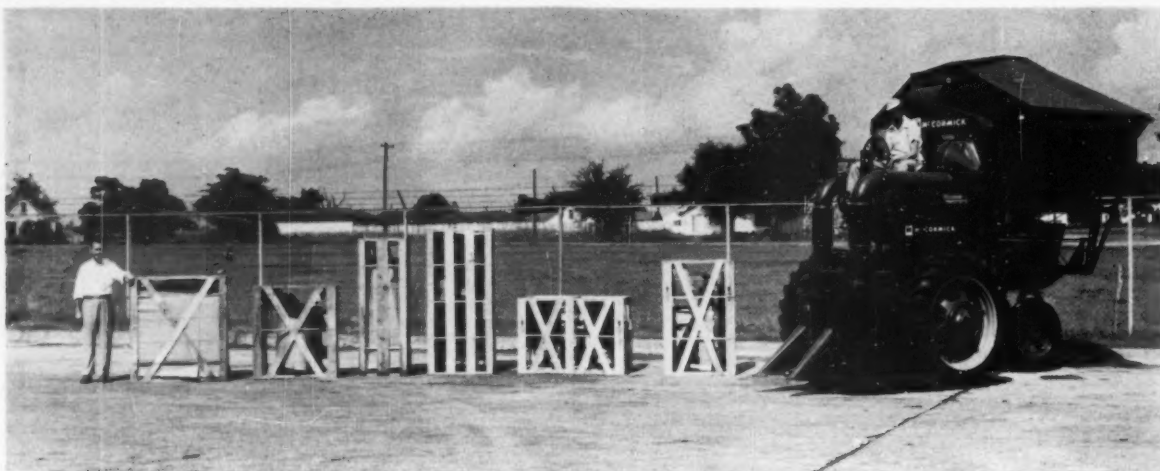
NEW METAL PRODUCTS DIVISION ESTABLISHED BY YALE & TOWNE

A new division of The Yale & Towne Manufacturing Company—the Powdered Metal Products Division — has been established, consolidating the company's expanding operations in the growing field of powder metallurgy, it was announced recently by Gilbert W. Chapman, President.

The new division unifies under one management the recently acquired Powdered Metal Products Corporation of America, Franklin Park, Ill., and the American Sintered Alloys Division, Bethel, Conn., acquired by Yale & Towne in 1952.

George L. Bachner, formerly president of the PMPCA, has been appointed general manager of the new division. Identified with the growth of powder metallurgy for fifteen years, Mr. Bachner is a director of the American Society of Tool Engineers, and a consultant to the Chief of Ordnance, U. S. Army.

The wide assortment of powdered metal products is shown in Yale & Towne's current production which includes gears, filters, cams, sprockets, bearings, magnetic pole pieces, ratchets, wheels, keys, latches, cores, pawls, switch parts, valves, washers and shell bands.



Huge Machines Are Easily Shipped When Crated In Parts

MECCHANICAL COTTON PICKERS, which now travel through cotton fields all over the Western Hemisphere in place of back-breaking manual labor, present many tough packing-for-shipment problems because of their considerable size and weight. But the high cost of packing them at the big Memphis Works of International Harvester Co. is a thing of the past, according to figures released by that company recently.

By changing its packing-for-shipment methods, the company has achieved an over-all packing savings of \$20,300 in one year alone by cutting original shipping container cost \$1288 and container assembly \$3441 per 100 pickers.

Simultaneously, the change effected a reduction of 190 pounds per picker in shipping container weight, or nine and one half tons per 100 machines, with consequent freight savings to dealers and buyers.

Three sizes of mechanical cotton pickers are made at the Memphis Works, ranging in gross

"Before and After" might be the title of the picture shown at the top of the page. On the right is a completely assembled mechanical cotton picker, ready to pluck the bolls from cotton plants. Arranged in a row to the left are the six wirebound crates in which most of the component parts of a picker are packed for shipping the picker knocked down.

weights from 7000 to 9700 pounds. About one-third are assembled and shipped three to a flat car. The other two-thirds are shipped knocked-down and with the parts packed in seven different shipping containers.

The savings have resulted from the conversion of the Memphis Works, over a year ago, to the use of wirebound crates specially engineered and prefabricated for six of the seven parts—the platform, basket cover, conveyor pipe, fan and main drive housing, radius rod, and drive wheel shield.

Some of the comparative packing costs for knocked-down mechanical cotton pickers before and after the adoption of wirebound crates for these six parts are:

Part Packed	Pctge. Decrease in Cntr. Cost		Assemblies Tare Wts. Pckd. per Hr.			
	Wt.		Old Wrbd	#32	Old Wrbd.	
Platform	#150	38%	#80	#53	1.3	1.8
Basket Cover	#147	24%	#60	#32	1.0	1.4
Conveyor Pipe	#151	62%	#110	#36	1.27	2.0
Fan and Main						
Drive Housing	#149	43%	#75	#46	2.2	3.4
Radius Rod Shield	#152	67%	#35	#21	7.2	15.3
Drive Wheel Shield	#146	36%	#50	#32	5.5	19.4

Thus, shipping container costs have been reduced as much as 67% (for the radius rod shield), tare weight has been reduced as much as 68% (for the conveyor pipe), and the number of units

(Continued on Page 33)

★ **TRAFFIC REPORTER** ★

THE OMICRON N. Y. CHAPTER of Delta Nu Alpha held its regular meeting at the Pennsylvania R. R., Y.M.C.A. located at the Pennsylvania R. R. Terminal in N. Y. The chapter members & guest took a field trip to Branch Motor Express Terminal at 455 West 16th Street in New York City. After the trip through the terminal the membership returned to the meeting room for the regular meeting and discussion of the field trip observations on Motor Carrier Terminal Operations.

THE WOMEN'S TRAFFIC CLUB OF SAN FRANCISCO held its closed business meeting last month at the Colonial Manor. A film was shown through the courtesy of American Cancer Society. The club's Annual Dinner is to be held on November 12 at the St. Francis Hotel.

WILLIAM M. SPAULDING, formerly Assistant General Freight Agent, Chicago Rock Island & Pacific Railroad, has been appointed Traffic Manager, Velsicol Corporation, Chicago, it was announced recently.

Spaulding is widely known in traffic circles throughout the nation. He has been active in many important cases and hearings before the ICC, as well as state and local commerce boards and groups. Subsequent to his leaving Rock



W. M. SPAULDING

Island Lines, and before coming to Velsicol, Spaulding served as Traffic Manager with Pettibone-Mulliken Company and Continental Can Co., both of Chicago.

THE LAST MEETING of the National Export Traffic League at New York's Park Sheraton Hotel, had Harry S. Radcliff, executive vice-president of the National Council of Importers as main speaker. Mr. Radcliff addressed the League members on the topic "The Customs Simplification Act." His speech was followed by a general discussion on further proposals and needed amendments to the act, reports Frank J. Meade, publicity chairman of the League.

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Traffic Management in Industry

by **Leslie A. Bryan**

Director, Institute of Aviation
University of Illinois, Urbana

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"**NOBODY** in traffic, packing and shipping can complete a study of this book without enhancing his knowledge of this rich and complex field and getting a clear idea of how to set about solving its problems," writes "Shipping Management" of **TRAFFIC MANAGEMENT IN INDUSTRY**.

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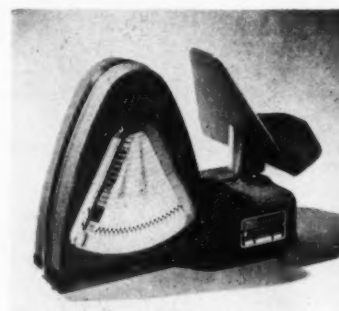
Check Zone Scales

(Continued from Page 17)

firm, and then just forget all about it. It is no exaggeration to say that many postal scales now in use are more than ten years old. Even many firms which pride themselves on adopting the most up-to-date business practices and keeping abreast of the most modern improvements seldom think about their postal scales. The change in parcel post rates may do many firms a favor by making them do this. For, with the change in rates, a new scale chart is in order for every parcel post scale in the nation. While these new charts are being installed, postal scale users have an excellent opportunity to have their scales checked to see that they are accurate.

Accurate Postage Vitally Necessary

If your parcels and letters do not carry enough postage, they will either be returned to you for more postage, or they will be sent to the addressee with postage due. In this way, you can lose a lot of



Right: Late model
three pound letter
scale with new post-
October 1st zoning
chart.

Photo Courtesy Commercial Controls Corp.

priceless good will, perhaps, by having some of your best customers experience the incomparable irritation of receiving your sales, promotional or other literature with postage due on it.

Of course, nobody can blame the post officials because they insist upon receiving the full amount of postage due upon mail and parcels. They would be derelict in their duty if the department operated on any other basis. And, pressed by personnel shortages and a colossal mail load, it simply isn't practical to notify senders each time that they have put too much postage on their mail.

The net result of all this is that the only way you can win is to come out even. And to come out even, you need accurate postal scales. Nobody knows how many millions of dollars of unnecessary postage stamps are annually placed on the mail sent out by America's business houses. If all shippers had accurate postal scales, Uncle Sam's post office deficit would be a great deal larger than it is.

When you replace the charts on your postal scales, it is a good idea to have an authorized scale repairman from a reputable company test them for ac-

(Continued on Page 26)

Packing A Punch

(Continued from Page 11)

resulting in greater consumption, which requires increased production and further expansion of facilities and equipment.

Small plants, as well as large plants, can benefit by automation.

Select the conveyor which adapts itself to the manipulation movements required, and don't try to make one type conveyor do all operations.

Design for sturdy construction to eliminate vibration, excessive wear for better alignment, and positioning.

Do not crowd into too small a space, or try to make movement too abrupt.

Limits, escapements, etc., should be protected from shock and, when possible allow for over-travel.

Have movements ample to eliminate micrometer adjustments which will result in lower first cost of equipment and give longer life.

Select most suitable type power or energy to perform manipulation necessary, and select simple controls to reduce cost and maintenance.

If first appropriations are not enough, go to management for additional funds to permit ample design for successful operation.

What's New

(Continued from Page 20)

and no time is lost in setting up, as only an occasional rinse is needed. The manufacturer points out that there are no expensive parts or gears to be replaced.

The gluer has an adjustable guide-bar. An extra heavy die-cast glue reservoir holds sufficient glue for several hundred labels in one filling.

Fork Truck

(Continued from Page 20)

two-way radio and other communication systems. On jobs where the operator must get on and off the truck frequently, the end control feature provides extra convenience.

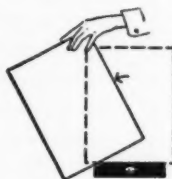
The free literature contains many photographs showing the "Cargo Scout" in a variety of applications; additional photos detail such truck components as the lift assembly, frame, drive unit and caster type trail axle.

Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.



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Parcel Post Scales

(Continued from Page 24)

curacy—that you are not unwittingly giving away a few cents with almost every parcel you mail.

Don't Try To Get Along With Improper Charts

Some firms may be tempted to leave their old charts on their postal scales and not replace it. The difference between the old rates and the new would be calculated for each parcel by mailing room help under this arrangement. To do this would be a serious mistake if you do any quantity of mailing. A dramatic test recently staged by Weights and Measures officials of the State of Maryland proves it. At their state convention, the officials witnessed a fascinating test in a highly analogous situation—the use of obsolete charts on computing scales. The situation was this: two butchers of the practical, working variety who were employed in markets and

Right: Platform type lightweight parcel post scale, weighs only 5 lbs. Shielded dial shows only the needed rates. The scale weighs packages from 2 oz. to 50 lbs.



Photo Courtesy The Borg-Erickson Corp.

one weights and measures official who had a Master's Degree in mathematics and statistics, were given a series of ten parcels to weigh. These were supposed to represent purchases of meat and were priced at varying prices up to about \$1.20 a pound. The correct weight and selling price of each had been secretly determined in advance. The charts on the scales were obsolete—their top price was 75¢ a pound—and we all know that is too low today. Despite the fact that inflation has raised the prices of many products far above 75¢ a pound—small businesses are struggling along with millions of scale charts which have a 60¢ or 75¢ per pound capacity. The way they make this makeshift arrangement work is to mentally halve the price per pound, weigh the item, and mentally double the price. If this mental manipulation is done right, you get the correct total price.

It wouldn't be a bad scheme except for the foibles of the human mind. In the test weighing, the two butchers missed no less than seven times out of 20 weighings! Every error was against the proprietor because the butchers forgot to double the scale computation of the item weighed! The official with the Master's Degree had a perfect score. The moral of this would seem to be that unless you have a man

with a Master's Degree in mathematics working in your mail room, you shouldn't try to get along with inadequate postal scale charts—just as butchers need an MA in math to handle their meat counter if they are going to try to struggle along with obsolete scale charts.

Actually, the scale charts are normally relatively inexpensive items. Their cost varies according to the kind of scale, of course, and depends upon whether the user can install it himself or whether the work must be done by a trained mechanic. Prices range from just a couple of dollars on some of the simpler postal scale models to about one-third the cost of a new scale in the more elaborate models.

Another reason why obsolete scale charts are unprofitable is that they take up a lot of valuable human labor—currently the highest priced item there is in the cost of production or handling. If your scales are bottlenecks and require a lot of expensive human labor in their use, you're giving away a lot of money. In fact, most big shipping firms could profitably use several more postal scales than they currently employ. They would more than make up the money spent on scales by cutting down on personnel or increasing the output per shipping room employee.

A final reason for using the best charts you can get is that if you attempt to get along with obsolete charts and mentally compute the postage for each item, you are bound to run into a lot of errors in times of stress when speed is called for. As the tempo of your operation increases, errors under any such arrangement are bound to increase also.

Business Gives Away Billions of Dollars Yearly

Nobody knows exactly how much money faulty and worn-out scales cost business each year, but I think traffic and shipping executives would be interested in hearing the remark of Fred Blumers, Chief Methods Engineer of General Mills Inc., made recently before the National Scale Men's Association. He said that **if one single scale** weighing pre-packaged eight ounce packages of breakfast food were giving as little as one-eighth ounce overweight his company could lose \$100,000 a year on that scale alone. With scales weighing large packages of flour, Mr. Blumers said, if a scale gave as little as one-half ounce overweight, his company could lose half a million dollars yearly on that scale alone.

Since Weights and Measures officials vigorously check the accuracy of the weight of articles sold in trade to see that the public gets the full net weight of materials it is paying for, and even small amounts of overweight can be enormously expensive, a tremendous responsibility is placed on the scale. It has to be right. Even a small error can cause a lot of loss. There are many true stories

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that we could tell you. But that isn't within the scope of this article, and I'll content myself with reminding traffic and shipping executives that their scales are really measuring money. It's your money or your company's money that they are measuring. It will pay YOU to see that your scales are measuring it right, whether postage stamps or goods are involved.

"Listen, Mr. Traffic Manager"

(Continued from Page 19)

United States Government. Theoretically, the U. S. Government is a customer the minute a claim is entered, for the manufacturer does profit by this error in loss or damage. In all probability, the dealer to whom the original merchandise was consigned will reorder the same item, and instead of selling one unit, the manufacturer sells two with the same margin of profit. It is only fair that the carrier, in this place the U. S. Government, be charged for the actual cost to the manufacturer. The Government in its change overlooks the administrative costs incurred in replacing this article. For instance, even though a replacement shipment is made, the cost of the labor involved in packing and shipping the original merchandise is overlooked when it comes to entering a claim, and in many instances this could run into a substantial amount of money.

There is no question but what many manufacturers and shippers will face a sizeable loss of revenue because of this new change. However, what most traffic managers are trembling about is the fact that most carriers will adopt the same system and thus further reduce the revenue. We can only say that we feel that such an edict is fair, but it should have some system, let's say, by adding 10% of the manufacturing costs to reimburse the manufacturer or the shipper for the work which he has done in entering claim and making a duplicate shipment.

In many cases, such a ruling if it were to become effective with all carriers, would make a traffic department strictly an overhead department and not a self sustaining entity. Let us say, a traffic department in the year 1952 collected claims which amounted to a total of \$12,000. This \$12,000 includes the profit which would have been received if the material were actually sold to a dealer. The \$12,000 in 1953 however, will be reduced by about half, which would mean that the claims collected would be \$6,000. The Traffic Department no longer then would be a disguised sales operation to the tune of \$6,000.

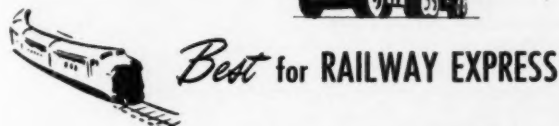
One of the real problems which has been brought about by this change is the manufacturer who sells and ships his material F.O.B. his plant, but because of the inadequacy and lack of knowledge on the part of the receiver, the manufacturer enters claim for

same. To those who are acquainted with office procedure it poses a tremendous problem. Here the manufacturer is trying to help the dealer by entering claim for him. Taking the \$60.00 item (\$30.00 actual cost to the manufacturer) we had a manufacturer shipping an item and invoicing the dealer for \$60.00. In effect where the F.O.B. terms are manufacturer's plant, the dealer should enter claim in the case of loss. His claim would legitimately be \$60.00 for that is the amount of money that he would have to expend to replace such material. However, because the manufacturer would like to help this dealer who is not acquainted with claims, he, the manufacturer, enters claim with the Post Office. Unfortunately, however, because of this new change the manufacturer can enter claim only for \$30.00. Immediately you can see there is a problem in accounting, because if the invoice on the accounts receivable books shows \$60.00 and the manufacturer can claim and get only \$30.00, there is still a \$30.00 discrepancy. This means that accounting procedures would have to be changed and there would have to be some sort of a write off for the \$30.00 which is not collectable. A credit would have to be issued as it now is to the dealer, but if a credit for only \$30.00 (which is actual cost of the material) was entered, the dealer himself would be out \$30.00.

It is our feeling that some thing should be done about cases where the dealer or the consignee could legitimately collect the full price of the item, but because of the manufacturer's good intentions, the amount collectable is only \$30.00. We feel that the Post Office should have a form for two types of claims. The first would be a claim entered when the manufacturer ships F.O.B. destination, and would involve only the actual cost price plus, let's say, 10% additional to cover administrative and selling cost. The second form would be one on which the shipper makes claim for material which is shipped F.O.B. the manufacturer's plant, but indicating that the claim is being made out in favor of the dealer and not the shipper.

We predict that in the very near future, all carriers will include in their tariff that which has been brought about by change No. 265. We also feel that there will have to be some provision made for the two items which we have previously mentioned, namely the administrative costs which are incurred, and the distinction between the F.O.B. point on the purchase order. There is no question but what there will be considerable haggling over any of these new innovations.

This writer, as a Traffic Manager for a manufacturer, dislikes very much seeing such a change brought about, because it represents a considerable loss in revenue to the company and a much poorer standing in the light of an overhead department. On the other hand, we feel that it is only fair that a carrier be charged with the actual cost of material when loss of irreparable damage occurs. We feel that



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Zone

State

the Postal Department has taken its first really progressive step toward reducing the U. S. Post Office budget. As a result of this, if properly administered, we may find improvements in the service and that of other carriers, if they too go into such a system. In the long run it will outdo the loss which we the manufacturers and the shippers may suffer, but rightfully so, because of such an edict.

For those who have not seen or read about this new change, we will list the U. S. Post Office official interpretation of actual value.

"Actual value shall be defined as follows:

(1) New articles—actual value shall be the cost to replace under the same circumstances as originally acquired.

In the case of a manufacturer, actual value is interpreted to be the cost to manufacturer, and should not include *SELLING AND ADMINISTRATIVE* expenses.

In the case of wholesalers, retailers, and ultimate consumers, actual value will be the cost to purchase a like replacement.

Generally, the actual value may be measured by the investment of the insured in the lost or damaged article.

(2) Used or second hand articles—actual value shall be defined as above less reasonable deductions for depreciation, use, wear, however caused.

Generally, actual value is limited to the cost to replace with a similar used or second hand article.

No intrinsic value allowed on matter of unusual value and fine art."

Book Review

(Continued from Page 19)

available, dividing them into four general categories: conveyors, cranes and hoists, industrial vehicles, and positioning and transferring equipment. Full credit is given to the pallet as a time and space saver, and we are reminded that the number of pallet makers went up from 16 companies in 1939 to well over 1,000 in 1950, and that over 20 million wood pallets are produced each year.

An important point made in the useful chapter on Layout is the need to look forward to future needs. This applies to laying out a new plant, of course; but it is also important in deciding changes in one's present plant—Why not portable, rather than fixed conveyors, for example, and better think twice about knocking that hole in the ceiling—you may be weakening the floor of a potential storage space.

A flow process chart with its commentary shows the necessary integration of layout, handling, and production. The suggestion is made that the incentive to more efficient *handling* has caused a restudying of *production* methods to eliminate complicating processes, such as re-heating, in the processing flow.

Henry E. Giese

(Continued from Page 13)

selecting the method or transportation to be utilized.

- a) If time in transit is important then a speed must be selected.
- b) Rates as applied via the various types of transportation.
- c) The Shipper or Consignees location as compared to the terminal location of the various carriers.
- d) The need of special facilities at point of origin or destination, such as crane service, lift truck service, etc.
- e) The availability of transit privileges such as storage-in-transit, etc.
- f) Packaging
- g) Warehouse location—Distribution
- h) Weather conditions
- i) Shippers confidence in specific carriers

There are, of course, many other factors that influence the selecting of the type of transportation a Shipper should use. All factors are important to consider before making a decision.

When we say rates are a factor in determining a routing, just what do we mean. We certainly do not pick a truck routing over a rail routing because, on a commodity in question, the rate by truck is \$1.00 cwt. whereas by rail it is \$1.50 cwt. In this regard it is important to check (1) the cost of preparing this particular commodity for shipment by truck as against rail, (2) cartage charges, if any, at point of origin, (3) cartage charges, if any, at destination, (4) evaluating the cost per piece by considering minimum weights, number of pieces shipped via each method of transportation and total freight charges via each method of transportation and (5) protection of freight. By considering such items as mentioned only then can you consider what is really the lowest rate.

Importance Of Routing Control

As a very good example of the importance of routing control I wish to outline a story which speaks for itself.

A friend of mine was in the mining business, therefore, he at many times purchased such items as graders and tractors. He would in many cases buy equipment while still on flat cars and then order to another destination. One day he purchased a very large tractor which was still on a flat car. For story purposes we will say this equipment was purchased in Boston. After purchasing same he ordered the seller to forward for him to, let's say, Chicago, on a collect basis. After the shipment arrived at "Chicago" he received a freight bill for \$1000.00. This terrific charge, of course, he could not understand. After several months of correspondence with the railroad to reduce this charge he consulted me for advice as to what steps he should next take. After receiving

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the case, I told him to throw the entire file away as he was wasting his time. Why? Here are the facts:

- (a) He purchased tractor F.O.B. point of shipment.
- (b) Based on this purchase price he took title to equipment at point of Origin when Bill of Lading was signed.
- (c) He should have routed and classified shipment.
- (d) This problem he left up to shipper. It developed that the Railroad contacted the shipper (name on B/L which was not his) and advised that in order to route so as to protect through rate, equipment would have to be knocked down. This was necessary to make tunnel clearance enroute. If not knocked down a route around the tunnel would have to be taken thereby creating a combination of rates. The Railroad made their request three times with no action taken on part of the Seller. The shipment moved forward via the circuitous route and it so happened that the combination of rates just doubled the through rate.
- (e) \$500.00 was lost due to complete ignorance of general traffic knowledge.
- (f) This could have been avoided if my friend had made out the bill of lading showing himself as the shipper and his office address as "permanent address of shipper". In this case the carrier would have contacted him.
- (g) He admitted that the equipment could have easily been dismantled.
- (h) The Vendor although with a little consideration could have taken care of this situation, however, is still not responsible as terms were "F.O.B. Vendors Plant".

Situations such as above are not uncommon, therefore, I strongly urge all concerned in management to check into their individuals operations and see what is going on.

Linking Conveyors & Trucks

(Continued from Page 16)

conveyor tracks the same size as those on the docks. Third, standard racks or bins are used for materials. Rack skid rails are attached flush with the feet, the same distance apart as the conveyor rails.

To prepare for loading, completely filled standard racks are placed one at a time or in tiers by fork truck on the roller conveyors. When dock and truck conveyor rails are matched the racks are allowed to roll into place in the truck. Locking devices on the truck's conveyor rails and sides prevent shifting of the load while the truck is moving.

To unload, the racks are rolled onto dock-side conveyor rails for removal by fork truck. A hand-operated friction brake on dock conveyor rails slows racks as they roll out of trucks.

To insure matching with truck rails, end sections

of dock conveyor rails are hinged and counterbalanced, and project several inches beyond the edge of the dock. When a truck backs into the dock, the dock rails can be raised or lowered and moved from side to side several inches to "lock up" to the truck bed rails.

Shipping Huge Machines

(Continued from Page 22)

packed per hour have increased as much as 250% (drive wheel shields).

Less easily computed, but also important, are the appreciable savings that accrue from easier and quicker materials handling and more profitable use of floor space formerly devoted to storing and assembling shoo.

The wirebound crates are received completely prefabricated with the one-piece wirebound "mats" flat, bundled, and steel-strapped for easier handling in volume by industrial power trucks. Ends of containers are bundled and stacked separately.

Wirebound crates packed with cotton picker parts are ready for warehousing or shipment are placed on pallets and stacked. When shipped, six complete sets of seven crates constitute a carload. The tractors that provide the motive power for the pickers are shipped on flat cars.

Trucks Go By Rail

(Continued from Page 15)

lower than truckers' present costs of hauling over the highways."

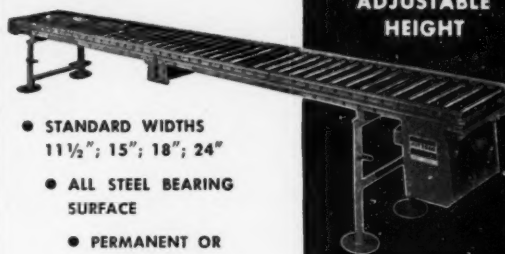
In addition to the "Piggy-back" experiments of the Chicago and North Western Railway, which were featured in last month's issue, the Chicago Great Western Railway Co. has been offering since 1936 rail-truck service on a joint rail-motor freight rate basis; the Southern Pacific Co., which operates more than 11,000 miles of track routes through subsidiaries, is said to be experimenting with this service in Texas; also, in the East, the New Haven Railroad has been a leading proponent of trailers on flat cars.

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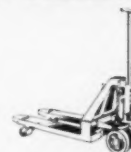
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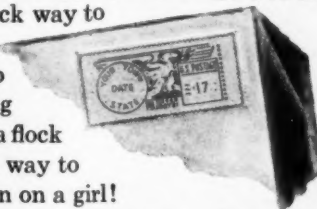
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- She is five feet four, blonde, and built. With blue eyes and freckles across her nose. A very intelligent doll, too. Her first name is Marie.
- She used to pass by the Shipping Dep't every night, out the back way to the car park. And see me, sleeves rolled up very uncouth, putting postage stamps on a flock of parcel posts. No way to make an impression on a girl!
- I did my darndest to finish up the parcel posts in time, and meet her accidentally some night, with a necktie and coat on. *Me* with a necktie, that is—Marie don't wear 'em. But I never could get the work—or myself—cleaned up in time.
- So I told Mr. Robbins that if we had one of those postage meters, I was sure I could get out our parcel posts on earlier trains, planes, keep our postage account accurate, and give me more time for other things (including Marie). Also the same meter would stamp our mail. He said okay . . . So I've been doing all right lately.



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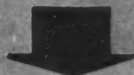
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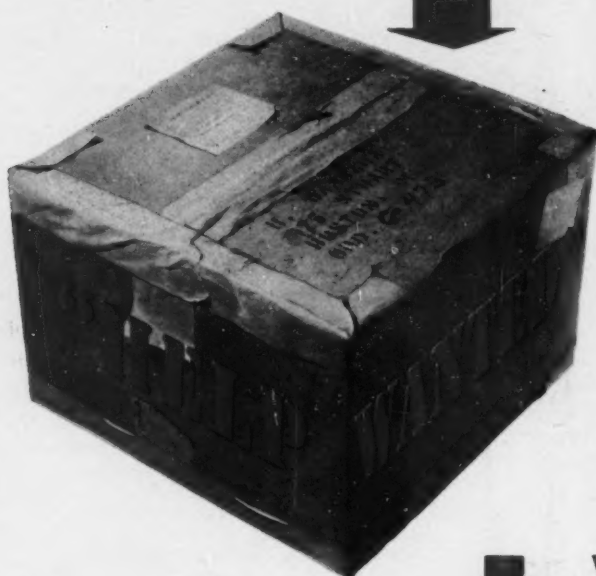
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